ganisations of identified markets to familiarise them with the Indian tobacco industry, the quality of Indian tobacco and holding discussions with Indian Exporters.

(b) and (c) The reasons for lower FOB prices compared to those of many other competing countries are as follows:—

(1) Variation in the grade style and quality composition of the tobacco exported by different countries.

(2) Low export price realisation for Indian tobacco because most of the available production (between 80-85%) is of filler style as compared to flavourful styles in USA, Brazil, Zimbabwe, Canada etc.

(3) Comparatively lower cost of production and lower average growers prices on account of this.

(d) Steps taken to increase the unit value realisation include:

—Efforts to improve the quality of Indian tobacco and produce high value flavourful tobaccos in the existing and new areas.

—Increasing the minimum export prices by 20% in 1991 and 50% in 1992.

**Export Performance**

2664. SHRI SURESH PACHOURI: Will the PRIME MINISTER be pleased to state:

(a) the steps taken to boost exports;

(b) the trade-gap during April-September, 1992-93 and how it compares with the same period of 1991-92; and

(c) the reasons for a low performance on export front during first six months of 1992-93;

THE DEPUTY MINISTER IN THE MINISTRY OF COMMERCE (SHRI SALMAN KHURSHEED): (a) Several changes in trade policy were introduced since July, 1991 aimed at strengthening export incentives, eliminating a substantial volume of import licencing and rationalising the import tariff structure. Rupee has been made partially convertible to encourage generation of foreign exchange. These have been further consolidated in the new Export-Import policy, which, *inter alia*, aims to promote productivity, modernisation and competitiveness of Indian industry and thereby to enchance its export capabilities. The policy also seeks to promote efficient and internationally competitive import substitution and self-reliance under a de-egulated framework for foreign trade. A short term action plan for ensuring the revival of the export momentum has been formulated. Besides, 34 commodities have been identified as 'extreme focus' sectors aimed at value increase of 30% every year in exports.

(b) The trade deficit during April-September, 1992 amounted to Rs. 7485 crores as compared to Rs. 2356 crores during April-Sept. 91.

(c) Exports during April-Sept., 92-93 amounted to US $ 8549 (Rs. 24403 crores) indicating an increase of 5.37% (38.42% in rupee terms) over the corresponding period of last year. The factors constraining export growth include collapse of erstwhile Soviet Union recession in major economies of the world such as US, UK, Germany, Japan, etc., slow growth in global trade, fall in commodity prices, etc.

**यूरोप में मंदी का भारतीय व्यापार विकास पर प्रभाव**

2665. **श्री एन० ई० बलराम:**
**श्री चतुरानन मिश्र:**

क्या **प्रधान मंत्री** यह बताने की कृपा करेंगे कि:

(क) क्या यह सच है कि पिछले कुछ महीनों में यूरोप में मंदी और अधिक घनी हो गई है; और

(ख) यदि हां, तो यह हमारे देश के विदेश व्यापार के विकास परिदृश्य को किस तरह से प्रभावित करेगी?

**वाणिज्य मंत्रालय में उपमंत्री (श्री सलमान खुर्शीद)**: (क) और (ख) जी हां, विशेषकर, यूरोपीय